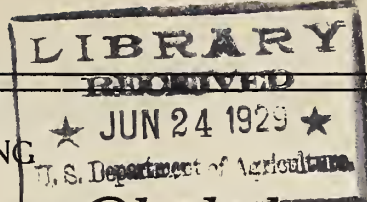


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6271



JANUARY 1928---FIRST PRINTING

# UPJOHN'S Oregon Grown Gladiolus

Grown by D. H. UPJOHN, 964 South Liberty St., Salem, Oregon

## (HERE IS THE STORY IN A NUTSHELL)

Silver Glen Gardens, Nick Fleck, Prop.  
Plymouth, Indiana.

Dear Mr. Upjohn:

The gladiolus bulbs you sold me last spring did fine, in fact better than any others I planted from Indiana, Michigan, New York state and Wisconsin. Though planted late in May, most of the No. 6 bulbs bloomed. Some lasted until November. And the blooms on the No. 3 bulbs were equal to others of largest size. There sure is a difference in where the bulbs are grown. I will buy of you for next planting season.

Yours truly,  
NICK FLECK.

(Signed)

Our gladiolus business up to the time of issuing this list, early in January, 1928, has so far surpassed last year and even our own expectations, that we desire to thank the hundreds of old customers and new ones who have made this possible. We realize that only the right kind of stock, with the consequent results, can bring such highly gratifying returns and we will continue to devote every effort to make our gladiolus justify the confidence that has been expressed in us.

We grow our bulbs on new ground every year, where bulbs have never grown before, assuring by this true to name, healthy, strong and extremely vigorous stock. We use overhead irrigation system, completely equipped with automatic oscillators to give an exact and scientific method of irrigation.

For growing for the next several years, we have just purchased a large farm of sandy loam soil, ideal for bulb growing. This is on the bank of the Willamette river, and here we will install our own large irrigation plant and continue to move our crop from year to year on this farm, until it is completely used and we will seek new quarters.

We keep our gladiolus crop constantly cultivated by small power tractors, supplemented by hand work, with a crew constantly weeding throughout the growing season and watching development of the stock.

This concern is neither a company, nor a corporation. It is personally owned and directed by one man, who supervises every operation from planting, through the growing season, the digging, the grading, the packing and the shipping. While, of necessity, in handling a large crop like ours, we employ a large amount of labor at many seasons of the year, personal supervision is given to all this work by the proprietor.

Oregon has become known the world over as one of the greatest gladiolus producing centers anywhere. The soil, climate, long growing season, cool nights, all join in making bulbs which are grown with satisfaction everywhere. Your patronage will be repaid with every attention we can give to the stock you get.

All Goods Offered and Orders Accepted Subject to Prior Sale.

## THE WHOLE TOWN LIKED THEM

Bellefonte, Penna., Dec. 31, 1927.  
"The 3000 or 4000 bulbs and bulblets bought from you early last spring did better than words can express. They created excitement, not only in my immediate neighborhood, but in the whole town."  
—Dr. R. L. Stevens.

1 9 2 8

# Gladiolus List 1928

D. H. UPJOHN

964 South Liberty Street, Salem, Oregon

## READ CAREFULLY BEFORE ORDERING

Net cash with order, or 25 per cent deposit with order and balance sent C. O. D. We prepay on all orders of \$3 or over. For orders of less, add 25 per cent of amount of order to help pay postage.

Twenty-five bulbs sent at 100 price; 10 bulbs sent at 1-9 hundred price; 250 bulbs or over of one kind and size at 10 per cent discount from 100 rate.

No single item for less than 20 cents.

Shipments from March 1 on, unless immediate delivery requested. Due regard paid to latitude you are in as to time of shipment. We cannot be responsible for freezing in transit when midwinter shipment is demanded.

**Special Note**—In event we are out of one size in a variety we will substitute the next size in sufficient quantity to cover price, unless otherwise instructed. Just write on your order "Don't Substitute" if you want sizes ordered only. We never substitute on varieties unless asked to. Our aim is to please our customers.

On bulblets we will give a 10 per cent discount for 5000 of one variety or five quarts of one variety. 10 per cent discount on 10 quarts or 10,000 bulblets of assorted varieties.

Remember, we make no effort to compete in price against badly mixed, poorly grown, or inferior stock. We give our customers their money's worth.

Names of introducers appear in parenthesis after varieties. (K) for Kunderd; (D) for Diener; (P) for Vos; (P) for Pratt; (B) for Betscher; (C) for Coleman; (A) for Austin. Every variety we raise is well worth growing, coming from leading hybridizers of the world.

All stock offered, and orders accepted, subject to prior sale.

Use of the order blank enclosed with list will be a convenience to us and aid in avoiding possible errors. Please print or write name and address plainly.

We acknowledge receipt of all orders.

Priced per 100—25 at 100 rate:

	No. 1 1 1/2 up	No. 2 1 1/4-1 1/2	No. 3 1-1 1/4	No. 4 3/4-1	No. 5 1/2-3/4	No. 6 1/4-1/2	Blbs. 1000
A. B. Kunderd (K), very ruffled, cream and pink.....				\$2.00	\$1.40	\$.80	\$.80
Adeline Kent (D), much ruffled, rose pink.....	\$12.00	\$10.00	\$8.00	\$6.00			
Albania (Kemp), one of supreme pure whites.....	4.00	3.00	2.25	1.50	1.00	.80	.80
Alice Tiplady (K), orange prim, a best seller.....	4.00	3.00	2.25	1.50	1.00	.80	.80
Avalon (K), ruffled cream, heavy grower.....	4.00	3.00	2.40	1.60	1.20	.80	.80
A. W. Hunt (Ch), best orange red, a sensation.....	6.00	5.00	3.50	2.75	2.00	1.00	1.00
Bengal Tiger (P), red, striped with dark marks.....	4.00	3.00	2.50	1.50	1.00	.50	.50
Bevier (K), salmon, very fine for cutting.....	5.00	4.00	3.00	2.00	1.50	1.00	1.50
Blushing Beauty (K), immense ruffled blush pink, fine.....	5.00	4.00	3.00	2.00	1.50	1.00	1.00
Butterboy (K), strong growing yellow prim.....	4.00	3.20	2.50	1.80	1.00	.80	.80
Byron L. Smith (K), light lavender cream throat.....	4.00	3.20	2.50	1.60	1.00	.80	.80
Captain Boynton (B), new light lavender, extra fine.....	8.00	7.00	5.50	4.00	3.00	2.00	3.00
Challenger (K), deep, velvety, dark red.....	5.00	4.00	3.00	2.00	1.50	1.00	1.00
Classic (B), very tall cream, red throat.....	6.00	5.00	4.00	3.00	2.00	1.00	2.00
Cowee's Scarlet Wonder (G), brilliant, large red.....	7.00	6.00	5.00	4.00	2.50	1.50	1.50
Crimson Glow (B), one of the best crimsons grown.....	4.00	3.00	2.50	1.60	1.20	.80	.80
Crinkles (K), extra ruffled deep rose pink, a beauty.....	10.00	9.00	8.00	6.00	4.00	2.00	2.50
Diener's American Beauty, rose many blooms open.....	6.00	5.00	4.00	3.00	2.00	1.00	1.00
Dorothy McKibbin (K), ruffled pink.....				2.60	1.60	1.00	
Dr. J. H. Neeley (K), white and light pink, large.....	4.00	3.00	2.60	2.00	1.40	.80	.80
E. J. Shaylor (K), fine ruffled rose pink.....	4.00	3.00	2.60	2.00	1.40	.80	.80
Elf (D), large white, lemon yellow throat.....	4.00	3.00	2.00	1.60	1.00	.80	.80
Eliz. Gerberding (D), ruffled pink, fine.....	5.00	4.00	3.00	2.00	1.50	1.00	1.00
Evelyn Kirtland (A), one of best pinks.....				2.00	1.40	.80	.80
Fairland (K), ruffled, a fine vermillion.....	5.00	4.00	3.00	2.00	1.50	1.00	1.00
Firefly (K), house-a-fire red prim, none like it.....	5.00	4.00	3.00	2.00	1.50	1.00	1.00
Flora, very large yellow.....	4.00	3.00	2.50	2.00	1.20	.80	.80
Fire Ribbon (K), glowing band of ruffled red.....	4.00	3.00	2.50	2.00	1.20	.80	.80
Frank J. Symmes (D), ruffled peach red, sturdy.....	5.00	4.00	3.00	2.50	1.50	1.00	1.00
Giant Myrtle (K), pink and white, extra fine.....	10.00	8.00	6.50	5.00	3.60	2.00	1.00
Giant Nymph (C), world winning light pink, grand.....	8.00	6.50	5.20	4.00	3.00	2.00	2.00
Giant White (K), ruffled white and lavender.....	4.00	3.00	2.50	1.60	1.20	.80	.80
Golden Measure (Kel), deep golden yellow.....	4.50	3.80	3.20	2.50		.80	.80
Golden Swallow (A), ruffled yellow.....	8.00	6.50	5.00	4.00	3.00	2.00	1.00
Illuminator (H), carmine red, very fine.....	10.00	8.00	6.50	5.00	3.50	2.00	3.00
Iwa (B), salmon, fine throat, a world beater.....	24.00	20.00	16.00	12.00	9.00	6.00	8.00
Joe Coleman (K), ruffled red, many open, fine.....	4.00	3.20	2.40	2.00	1.60	.80	.80
Jack London (D), salmon, one of best cut flowers.....		4.00	3.00	2.00	1.20	.80	.80
John T. Pirie (K), mahogany brown, fine throat.....				8.00	6.00	4.00	5.00

BULBS PRICED AT PER 100; 25 at 100 RATE; 10 AT 1/9 THE 100 RATE.



# NO SINGLE ITEM SOLD FOR LESS THAN 20 CENTS

Priced per 100—25 at 100 rate:

	No. 1 1 1/2 up	No. 2 1 1/4-1 1/2	No. 3 1-1 1/4	No. 4 3/4-1	No. 5 1/2-3/4	No. 6 1/4-1/2	Blbs. 1000
Los Angeles (H), pink, the cut and come again glad.....			5.00	4.00	3.00	2.00	2.50
Louise (A), lavender.....	4.00	3.20	2.40				
Maine (V), one of the best whites ever produced.....	4.00	3.00	2.40	1.60	1.00	.80	.80
Mantorville (K), deep ruffled yellow.....	4.00	3.20	2.40	1.60			
Mary Pickford (K), white, with lemon lip.....	4.00	3.20	2.40	1.60	1.00	.80	.80
Ming Toy (K), buff and yellow prim, extra.....	4.00	3.20	2.40	1.60	1.00	.80	.80
Miss Maud Fay (D), pale lavender, beautiful.....	5.00	4.00	3.00	2.00	1.60	1.00	1.50
Mona Lisa (K), ruffled rose, fine to cut.....	4.00	3.20	2.40	1.60			.80
Mr. W. H. Phipps (D), La France pink, one of greatest of all glads, many open.....	24.00	20.00	16.00	12.00	8.00	4.00	5.00
Mrs. Dr. Norton (K), pink and yellow, a queen.....	4.00	3.20	2.40				.80
Mrs. F. C. Peters (F), very fine lavender.....	6.00	5.00	4.00	3.00	2.00	1.00	1.00
Mrs. G. W. Moulton (K), extra large violet red.....			3.20	2.40	1.60	1.00	1.00
Mrs. H. E. Bothin (D), ruffled light pink, fine.....	4.00	3.00	2.00	1.50	1.00	.80	.80
Mrs. Leon Douglas (D), one of largest and finest, rose.....	8.00	6.50	5.00	4.00	3.00	2.00	1.75
Mrs. M. S. Burke (D), yellow and apricot, fine.....	6.00	5.00	4.00	3.00	2.00	1.00	1.00
Mrs. Richard Lohrman (D), shell pink and yellow.....	7.00	6.00	4.50	3.60	2.40	1.60	1.00
Mrs. W. E. Fryer (K), brilliant red, exceptional.....	5.00	4.00	3.00	2.40	1.60	1.00	1.00
Muriel (P), one of the best in light blues.....	4.00	3.20	2.40	1.60	1.20	.80	.80
Myra (K), salmon, one of the sweetest primis.....	4.00	3.20	2.40	1.60			.80
Natalie (K), fine large salmon, grand.....	5.00	4.00	3.00	2.00	1.60	1.00	1.50
Neoga (K), ruffled deep red, very dark.....	4.00	3.20	2.40	1.60	1.20	.80	.80
Nymph (K), extra ruffled lavender, superb.....	6.00	5.00	4.00	3.00	2.00	1.00	2.00
Old Glory (K), deep maroon, fine white lines.....	6.00	5.00	4.00	3.00	2.00	1.00	1.00
Orange Flame (K), a new orange sensation.....				7.50	5.50	3.50	5.00
Orange Glory (K), ruffled orange, very fine.....					1.00	.80	.80
Pasadena (D), very large turkish red.....	8.00	6.50	5.00	4.00	3.00	2.00	2.00
Pink Wonder (Kemp), one of largest, light pink.....	4.00	3.20	2.40	1.60	1.20	.80	.80
Pride of Goshen (K), ruffled buff, large.....	4.00	3.20	2.40				.80
Primunella (K), another prim of rare beauty, saffron.....	4.00	3.20	2.40	1.60			.80
Purple Glory (K), ruffled deep maroon, a glad king.....	6.50	5.50	4.50	3.50	2.50	1.50	2.00
Radium (V), light pink, red marks, fine to cut.....	4.00	3.20	2.40	1.60			.80
Red Amarillas (K), huge, deep red blooms.....	4.00	3.20	2.80	2.00	1.20	.80	.80
Richard Diener (D), extra fine geranium pink, a winner.....		5.00	4.20	3.40	2.80	1.80	1.50
Romance (K), orange with smoky effect, grand.....	5.00			2.40	1.60	.80	.80
Rose Ash (D), ashes of roses, exceptional.....	4.00	3.20	2.60	2.00	1.20	.80	.80
Rose Glory (K), ruffled deep rose.....	4.00	3.20	2.60	2.00	1.40	.80	.80
Sarah Pagels (A), late lavender.....	4.00	3.20					
Sanspareil (Vil), apricot pink, white throat, a wonder.....		(See singles)		12.00	9.00	6.00	7.00
Scarlano (K), one of the best of early reds, ruffled.....	4.00	3.20	2.60	2.00	1.40	.80	.80
Scarlet Princes (K), cherry red, very popular.....	5.00	4.00	3.20	2.60			
Sulphur Frills (K), ruffled sulphur yellow.....	10.00	8.00	6.50	5.00	3.50	2.00	2.00
Summer Blossom (K), ruffled apple blossom.....	5.00	4.00	3.20	2.60	2.00	1.00	1.00
Tiffany (Brown), pure white, a sure winner.....	6.00	5.00	4.00	3.00	2.00	1.00	1.00
Thos. T. Kent (D), pink and strawberry, many open.....	4.00	3.00	2.50	2.00	1.40	.80	.80
Titanic (Dec), huge magenta, a real grand glad.....	6.00	5.00	4.00	3.00	2.00	1.50	1.50
Thistle (K), very fine ruffled red.....	6.00	5.00	4.00	3.00	2.00	1.50	1.50
Violet Glory (K), deep violet, ruffled.....			2.60	2.00	1.40	.80	.80
White Giant (Hol), a large pure, waxy white.....	5.00	4.00	3.20	2.40	1.60	.80	.80
White Plume (K), large white and lavender.....	5.00	4.00	3.00	2.00	1.00	.80	.80
White Wonder (Kemp), a leading white, large.....	4.00	3.00	2.50	2.00	1.20	.80	.80
Wolverine (V), salmon, many open, fine to cut.....	4.00	3.20	2.40				.80
Youell's Favorite (K), big ruffled lavender.....	4.00	3.20	2.40	2.00	1.20	.80	.80

## WREXHAM DELPHINIUM SEED

We have a fair supply of this wonderful seed, 1927 crop, grown from our own planting of superb plants. Delphinium seed does not produce plants true to color, but from a packet of this seed you should secure a good percentage of plants vastly superior to anything obtainable from other strains. This Wrexham strain, recently introduced and imported from England, should be in every well balanced garden. We have seed only—no plants—for sale this year. Seed \$1.00 per package; Six packages for \$5.00, prepaid.

## SELECTED MIXTURE

We grow no gladiolus in mixture. But, because of incessant demand from our customers, this year we will put up a mixture on order, of our own selection from our splendid named sorts, in a wide range of colors. We cannot put up this mixture in special colors, but must be permitted to make our own selections, which we are sure will more than satisfy. There will be no junk in this—all from named varieties, but unlabeled priced as follows, prepaid:

	No. 1	No. 2	No. 3	No. 4	No. 5	No. 6	Blbs 1000
Per 100	\$3.50	\$3.20	2.40	\$1.60	\$1.20	\$ .80	\$ .80

No less than 25 bulbs or 1000 bulbets sold of this mixture. One thousand mixed bulbs at nine times the 100 rate; mixed bulbets, \$3.50 per quart.

WE PAY TRANSPORTATION ON ORDERS OF \$3.00 OR OVER

# Special Offers in Small Lots

(In some of these we have broken lots with only moderate amount of stock)

	1 1/4 up	3/4 up	3/8 up	Blbts. 100
A. B. Kunderd, pink and cream ruffled.....	Per 10 \$ .75	.50		
Catherine Coleman (C) giant geranium pink.....	Each .22	2 for .26	4 for .26	1.00
Dr. F. E. Bennett (D), Very large, fine red.....	Each .22	2 for .26	4 for .26	
Estella (K), rose, one of very largest.....	Each .15	2 for .15		
Fern Kyle (K), extra large cream.....	Each .10	2 for .15	4 for .15	
Iwa (B), one of finest salmons.....	Each .25	2 for .26	4 for .26	.60
Jewel (Z), pink prim, fine to cut; early.....	Per 10 .50	.30	.20	
John T. Pirie (K), mahogany brown; exceptional.....		3 for .25	6 for .23	
Mistland Lassie (P), lavender and white; extra fine.....	Each .40	.20		
Mr. W. H. Phipps (D), one of finest, pink.....	Each .25	2 for .26	4 for .26	.60
Orange Flame (K), grand orange.....		3 for .25	6 for .23	
Robert J. Kunderd (K), an exceptional red.....	Each .25			
Sanspareil (V), apricot, white throat; one of best.....	Each .22	2 for .26	3 for .20	
Snow Glory (K), fine white, with iris lines.....	2 for .35	2 for .22		
Watermelon (K), grand glad, watermelon color.....	Each .20			
Wm. Kent (D), ruffled cream; one of Diener's best.....	Each .35			

## Bulblets Per Quart

Pint or Half Pint at Quart Rates

Albania .....	\$3.00	Golden Swallow .....	6.00	Pink Wonder .....	2.50
Alice Tiplady .....	2.50	Illuminator .....	12.00	Primunella .....	2.50
Avalon .....	3.00	Jack London .....	3.00	Purple Glory .....	7.00
A. W. Hunt .....	5.00	Joe Coleman .....	2.50	Radium .....	3.00
Bengal Tiger .....	2.50	Los Angeles .....	10.00	Red Amarillas .....	3.00
Butterboy .....	2.50	Maine .....	3.00	Romance .....	3.00
Capt. Boynton .....	10.00	Mantorville .....	3.00	Rose Ash .....	3.00
Cowee's Scarlet Wonder.....	7.50	Mary Pickford .....	2.50	Rose Glory .....	3.00
Crimson Glow .....	2.50	Ming Toy .....	2.50	Scarlano .....	3.00
Crinkles .....	7.50	Mona Lisa .....	2.50	Tiffany .....	4.00
D's American Beauty.....	5.00	Mr. W. H. Phipps.....	28.00	T. T. Kent.....	3.00
Dr. J. H. Neeley.....	2.50	Mrs. Dr. Norton.....	5.00	Titanic .....	5.00
E. J. Shaylor.....	2.50	Mrs. F. C. Peters.....	5.00	Thistle .....	5.00
Elf .....	3.00	Mrs. H. E. Bothin.....	3.00	Violet Glory .....	3.00
Flora .....	2.50	Mrs. Leon Douglas.....	8.00	White Plume .....	3.00
Frank J. Symmes.....	4.00	Mrs. Richard Lohrman.....	4.00	White Wonder .....	3.00
Fire Ribbon .....	2.50	Muriel .....	3.00	Wolverine .....	3.00
Giant Myrtle .....	7.00	Myra .....	2.50	Youell's Favorite .....	2.50
Giant Nymph .....	10.00	Neoga .....	2.50		

### TO ALL FLOWER LOVERS

We cannot reiterate too strongly to all flower growers who are unfamiliar with the Flower Grower, published by Mr. Madison Cooper at Calcium, New York, the value of this magazine. Whether your fancy runs to gladiolus, iris, peonies, delphinium, or to annuals, perennials or shrubs, this magazine will be of lasting service to you. It is filled to the brim each month with well written, intimate articles of keen interest to those who love their gardens and their flowers. This recommendation comes from us gratuitously and unsolicited, as a little testimonial on our part for the many enjoyable and valuable hours we have had with this magazine. Kindly send your subscriptions direct to Madison Cooper, Calcium, New York—not to us. The price is, one year, \$2.00; three years, \$4.50; five years, \$6.00; single copy, 20 cents.

ALL STOCK OFFERED AND ORDERS ACCEPTED SUBJECT TO PRIOR SALE



# Worthwhile Gladiolus Tips

(Some facts about our flowers; about germinating bulblets; planting bulbs and bulblets, and other data of interest to glad fans. Read them through.)

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Club with your neighbors, if you do not want 100 or 25 of a kind and take advantage of our attractive prices.

Mr. W. H. Phipps, the wonder flower, will stand supreme among cut flower glads, in our estimation. A La France pink, of salmony effect, with 22 to 23 blooms open at once on a well grown spike, wonderfully large blooms, this gladiolus attracts the eye of every one seeing it. It is one of the grandest of the pinks by long odds.

Mrs. Leon Douglas is another grand glad that every glad fan should grow. A beautiful begonia rose color, it has a spike of enormous size, and flowers of gigantic proportions. This is a favorite wherever shown, and has won innumerable prizes both in baskets and vases and looms up in the garden as one of the finest examples of gladiolus hybridizing.

The soft creamy pink, mingling with the dainty yellow of Mrs. Richard Lohrman, coupled with a mass of bloom all up and down the spike at one time, is bound to make this variety in big demand for floral sprays and as a florists' flower, as well as a charming garden flower. We can recommend this to those who are seeking a flower of varied qualifications.

In the crimson line we are still looking for one that can beat Crimson Glow. In a patch we planted especially for cut flowers last summer, planted on July 27, we cut spikes of Crimson Glow so huge that a dozen of them made about all one cared to handle at one time. They bloomed along in late October and early November, a wonderful sight.

Incidentally we may say here that the late cut flowers in the gladiolus line are real money makers. The early ones are good, but in the late season they are much sought after. Sorts like Crimson Glow or early ones may be planted late to bring the desired late blooms, or the later varieties may be planted earlier and will come along naturally. You should plant some of your glads with the late cutting in view, whether you sell flowers or not, they will amply repay you, either in pleasure or profit.

In the white section Albania and Tiffany are two wonderful pure whites. Albania, an older sort, is established as probably the leading cut flower white. Tiffany will rank with it or ahead of it, when a little cheaper and better known. Tiffany has been a sensation among the whites, where known. Maine, Elf, Mary Pickford, Europa, all are fine whites. Maine is one of the best exhibition whites we know. Marie Kunderd and Snow Glory should not be overlooked. White Plume is a nice white, marked with lavender.

A. W. Hunt is a grand orange red, immense spike and flower, especially from No. 1 and 2 bulbs. Few if any can compete with it as an orange red. Visitors will pick it out in your garden and ask about it without fail.

Richard Diener is down in price now to a point where it can be grown in quantity by everyone. Here is a salmon that is a truly wonder flower and as a cut flower stands up with any of them. Many blooms open, a color that fairly calls to you, it is a beautiful

glad. You should have it.

For deep reds, we suggest Red Amarillas as a glad to appeal. Huge blooms of amarillas shape, a deep blood red, good spike from larger sized bulbs, it is a real flower. We have sold out on this one every year we have grown it, always being required to reserve stock for planting regardless of numerous refunds.

Jack London is another glad we have always sold out on. By conservation of bulblets and planting stock last year, regardless of demand, we have succeeded in getting a good stock of this, this year. But it will not last long from present indications. It is a salmon pink of great merit. Already sold in No. 1 size.

Giant Nymph is another wonder glad. You cannot afford to overlook this pink. Enormous spike, grand blooms, beautiful color, a grand light pink, this will be one of the widest grown of all glads.

Giant Myrtle is another that florists will rave over. We like it better than Mrs. Norton. A pink and creamy effect, blending into a most charming color. This should be a leader with the florists.

Crinkles is still another that our supply has always shown behind the demand. But we have a good stock of this this year, by reserving stock last year for this year's business, and it will move rapidly. Not a large flower, but a color and a ruffled spike that is a truly marvelous combination of beauty. A basket of this in your home will give you something to look at worth while.

Challenger is a velvety red, large spike, grand flower. This is a really fine red.

Capt. Boynton and Mrs. F. C. Peters are in the race among the lavenders for first place. Both of these are fine lavenders and in big demand. Incidentally the demand for Byron L. Smith, that charming light lavender with the yellow throat, has never died down.

Titanic is a huge, magenta glad, well worthy of the name. Mrs. G. W. Moulton is another you will like if you like Titanic. They are both fine glads.

Romance, a smoky orange red, is a genuinely beautiful flower. It is another always sought after, which has kept us busy trying to keep up with the demand.

Purple Glory, called "King of the Glads," enormous maroon flowers on an enormous spike, is one of the finest specimens in the gladiolus world. No gladiolus collection is complete without this one.

And incidentally Rose Ash is a marvelous flower, standing alone in its class as a winner. Rose Ash is one of the widest grown and widest known of all glads.

For an early orange scarlet it is our opinion that Scarlano has never been outclassed. It is a beautiful flower, fine spike, finely arranged, marvelous coloring and blooms early, or planted late will give wonderful fall blooms.

Muriel is a blue of rare beauty. This blue has won favor over all and is sold in huge quantities.

Pink Wonder is a light pink with a truly enormous bloom. It is a splendid specimen.

Myra for table decoration and dainty coloring is a prim of rare merit. We don't hesitate to say that we

are very much in love with Myra at our house.

Pasadena is a grand new glad. Turkish red, big flower, big spike, fine gladiolus. You'll like it.

Old Glory, a deep maroon, with fine white lines, always uses up many spaces on the order blanks coming back to us. It is a rare coloring and very attractive.

Don't forget Ming Toy among the prims. This is a fine glad and blooms from bulblets in great profusion. It is a charming cut flower.

Mrs. M. S. Burke is a canary yellow, a finely arranged series of blooms.

Golden Swallow is among the newer ones that will be a great florists' flower. Not so large, but a beautiful yellow for cutting.

Diener's American Beauty is an American Beauty rose shade. Every spike is a whole bouquet in itself. Don't look for such a long spike, but it is a perfect mass of bloom from top to bottom. This works into a floral spray in wonderful shape.

Frank J. Symmes is a fine peach red. Thistle is another fine ruffled red. Either or both of these will make great additions to your collection. Natalie is a salmon shade, in shape similar to Thistle, but a different color and a beautiful flower.

Mrs. H. E. Bothin is another ruffled variety of Diener's that is a beauty. Light pink, with flaring geranium pink blotch.

White Giant is another pure white, like wax, huge blooms. This came from Holland. Giant White is a Kunderd variety, lavender marking. White Giant has numerous friends among the florists.

Wolverine is a salmon which, by planting a little late will give late blooms and resist the weather remarkably. We cut quantities of this during heavy rains in the extreme late fall and it has always been fine for us as a cut flower that stands up sturdily against weather abuse. It is a beauty too, many open, not large, but a fine effect.

Our Bengal Tigers and Rose Glory are very slightly mixed. Less than two per cent. This will be mainly noticeable in the very small sizes, the larger sizes having been rigorously rogued out. We cannot guarantee 100 per cent true stock of these, however.

Be sure and pre-germinate bulblets before planting. Soaking in water in muslin sacks for two to three weeks will not hurt them and very materially assists in their germinations. It is even better to place them under glass for several days, until sprouted, keeping them moist at all times. Never let bulblets dry out before or after planting. Without pre-germination some sorts will come up scattering and some not come up at all the first year.

We receive many inquiries as to planting of bulbs and bulblets, and will briefly try to offer the following suggestions.

Large bulbs, from Nos. 1 to 3—If for commercial purposes, we suggest planting in trenches from eight to 10 inches wide, the bulbs planted only sufficiently wide apart in row to grow into size of bulb desired. We never plant for commercial use bulbs larger than No.

5, bringing them to desired sizes by width of planting and care and cultivation. We plant shallow, not more than three inches deep. For private planting, do not plant less than two inches apart, or as much farther apart as desired. We recommend about four inches deep for this planting, to hold up the stalk better at blooming time.

Small Bulbs—Nos. 4, 5 and 6. Plant about two inches deep, only far enough apart to bring to desired sizes. Use trenches as suggested for larger bulbs.

Bulblets: Not more than 2 inches deep. Scatter in rows like peas. Plant in trenches. If large bulbs are desired from bulblets, hand plant in single rows, sufficiently far apart to allow them to grow to size desired. But be sure bulblets are pre-germinated to get results.

In all cases work soil deeply. Have it fine and pulverized. If soil is heavy do not plant so deeply as in light, sandy soil.

Always plant gladiolus in full sun, keep well irrigated and cultivated. Never let bulblets dry out after planting.

Iwa is one of the finest salmon glads ever produced, in our estimation. It was originated by Betscher, originator of the great Crimson Glow. It is a wonderful glad.

Elizabeth Geberding, a ruffled pink by Diener, is a fine glad. Heavy stalk; good substance.

Illuminator is a red in a color of its own. This is a fine new glad. Don't water it in the sunlight or it is apt to show white splotches, but it has no other defects, and is a fine flower.

Thos. T. Kent is a wonderful pink glad, with fine strawberry mark, numerous blooms open at one time. A big bouquet to a spike.

Youell's Favorite is a fine, late ruffled lavender. We sell many of these as cut flowers.

Primunella and Alice Tiplady are among the sweetest of the prims. Tiplady is one of the biggest sellers among the glads.

John T. Pirie, Sanspareil and Orange Flame, are among new ones we have selected after careful examination at shows, and are satisfied every one of them will be in big demand. They are exceptional glads that have been making fine records, and should be in every collection. We have some fine planting stock of all of them this year. No bulblets to list of them, however.

Others on our list are good glads, many fine ones. We haven't tried to cover all the territory in these tips.

We constantly add large numbers of varieties each year which we are trying out and will have new ones annually selected from our trials. We try to give glads that will please. Every glad does not please every eye, and many fine glads are raved over by some and not praised so highly by others. We try to give glads that are fine and will meet with approval. Not too many, however, to choose from at a time.

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### HERE'S A CHANCE TO TAKE A CHANCE

We found one beautiful row of stock unlabeled at digging time. In some manner the identity was lost. But it was planted among a lot of fine ones and is something good. We will offer it as follows, per 100: No. 1, \$4.00; No. 2, \$3.00; No. 3, \$2.40; No. 4, \$1.60;

No. 5, \$1.20; No. 6, 80c; blbts., 80c 1000. In ordering this ask for "No Name." To make this offer more attractive we will plant our surplus of this next year and advise its name in next year's list when we have identified it from the bloom.



